

CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.
Please Use Reference Number and Company Name in Your Email Subject Line.

551-105 Australia, Margaret River, grape blend (TSV)

Assortment: Temporary Assortment Volume
Launch date: 2025-11-14
Deadline tender answer: 2025-03-30
Deadline tender sample: 2025-04-29
Competitive assessment: Extended
Style and taste profile: We are looking for a grape and origin typicity red wine.

Product requirements:

Price to consumer (SEK): Max 189
Country of origin: Australia
Volume: 750 ml
Packaging: Bottle
Vintage: 2023
Available volume (units): 4 800
Grape composition: Grape blend of cabernet sauvignon and merlot
Designation of origin: Margaret River

EXW finished product: Up to 6,25 USD / PCS

EXW bulk: Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 169 SEK			RSP 189 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	5,35	USD	60%	6,25	USD	61%
Logistics inbound	Overseas	0,28	USD	3%	0,28	USD	3%
Logistics SE		0,39	USD	4%	0,39	USD	4%
Marketing		0,62	USD	7%	0,71	USD	7%
Contributive margin		2,21	USD	25%	2,54	USD	25%
Price to Systembolaget		8,85	USD		10,17	USD	
Systembolaget margin		1,81	USD		2,00	USD	
Alk Tax + VAT		5,28	USD		5,66	USD	
RSP		15,94	USD		17,83	USD	

* All mentioned EXW prices are indicative. Prices may vary depending on the exchange rate and the quality of the product. Reserved against misprints.